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FALL 1916

SPRING 1917

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AUG 31 1920

U. S. Department of Agriculture

FINE MOUNTAIN GROWN TREES

All Buds and Scions Carefully
Selected and Propagated

SOUTH MOUNTAIN NURSERIES

IRA L. WOLF, PROP.

C. & P. 'Phone

SMITHSBURG, - MD.

RURAL ROUTE SOUTH

MY MOTTO

Please a customer
and sell him trees
again.

Just a Word to the Trade:

While the name of our nurseries has been changed, the quality of our trees has not changed one bit. They still come up to our specifications, are still free from disease, are still true to name and will remain so as long as we are in business. We exercise the greatest care to keep our stock true to name and in any case where our trees prove otherwise we will be only too glad to replace them as per our guarantee printed below.

Some of our stationery will still bear the old inscription of IRA L. WOLF, Nurseryman, and will remain so until the present supply becomes exhausted. But this will not affect our customers any as it is the stock they want and not our stationery.

We have gained in the past years that we have been in business, a reputation for putting out stock of good quality that is true to name and for fair and satisfactory dealings with our customers. This we intend to maintain.

We are well prepared this year again

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to supply our customers with nice clean
MOUNTAIN GROWN TREES.

We believe that our MOUNTAIN GROWN TREES have nicer roots, are more free from disease, and are more vigorous and healthy than nine tenths of the trees that are grown and sold for orchidists to plant.

Our prices you must admit are low. This is because we do not run expensive advertisements in all the high priced Fruit Papers and Journals and have no agents employed driving through the country drumming up trade that must be paid large salaries, but sell our trees on their own merits direct to the planter at a price that is far below what he could secure trees of this quality for elsewhere.

Our trees at this time are taking on a nice growth and have every indication of making a fine lot of stock for the fall and spring trade.

Our trade in the past few years has been growing very rapidly; way beyond our expectations of five years ago. We have a long list of satisfied customers some of whom have been with us ever since we first started in the nursery business, but we want more. If you are not one of them send us an order this season and let us add your name to our list. We feel sure that we can please you.

CONDITIONS:--All prices quoted are NET at Nursesy. If ordered boxed or shipped in bales, packing will be charged at actual cost. Purchaser to pay all transportation charges.

TERMS:--The usual terms given to responsible prompt paying customers with whom we have done business. Those not known to us we will have to ask cash or satisfactory reference before shipment.

PACKING:--We pack all our stock in such a way that we feel sure that they will reach our customers in perfect condition, whether boxed or shipped in bales.

SUBSTITUTING:--Positively no substituting of varieties without purchaser's permission.

CERTIFICATE OF INSPECTION:--A State Entomologist's certificate of inspection will be furnished with each shipment.

SHIPMENT:--Be sure to note on your order how you want trees shipped and about what time. In case you do not do this we will use our own judgment.

GUARANTEE:--We warrant all our stock to be true to name and of quality represented to this extent; that should any prove otherwise we hereby agree upon proper proof to refund the money received for said trees that may prove untrue to name or else replace with others. But it is mutually agreed between purchasers and ourselves that we shall not be liable for any sum greater than the original amount paid for said trees that may prove untrue.

We invite your correspondence.